

**REGIONAL U. S. TRADE DELEGATION (BULGARIA, ROMANIA, MOLDOVA)**  
**WATER SECTOR**  
**Pomorie, Bulgaria**  
**April 16-17, 2013**

**AGENDA**

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**April 15, 2013, Monday**

PM Arrival at the Grand Pomorie hotel, Pomorie, Bulgaria (optional)

**April 16, 2013, Tuesday**

AM Arrival at the Grand Pomorie hotel, Pomorie, Bulgaria

11:00 – 12:00 Briefing for the U.S. Companies

12:00 – 13:00 Networking lunch

13:00 – 13:30 Official Opening  
**Barbara Lapini**, Senior Commercial Officer, U.S. Embassy in Bulgaria  
**Jim Cunningham**, Regional Senior Commercial Officer, U.S. Embassy in Romania  
**Ivan Ivanov**, Chairman, Bulgarian Water Association  
**Felix Stroe**, President Water Employers  
**Constantin Becciev**, President of “Moldova Apa-Canal” Association, General Manager of “Apa-Canal” Chisinau Water Company  
**Valentin Georgiev**, Executive Director, American Chamber of Commerce in Bulgaria  
**Sevdalina Tormanova**, Deputy District Governor, Burgas District Government

13:30 – 13:45 Opening remarks and overview of the water sector  
**Dobromir Simidchiev**, Deputy Minister  
Ministry of Regional Development and Public Works - Bulgaria

13:45 – 14:00 Opening remarks and overview of the EU funds for the water sector  
**Georgi Terzov**, State Expert, Water Management Directorate  
Ministry of Environment and Water - Bulgaria

Presentations of U.S. water companies  
14:00 – 14:15 AECOM – **James Haddon**, Business Development Director – Water Europe  
14:15 – 14:30 DuPont Water Technologies – **Marian Constantin**, Business Development EMEA  
14:30 – 14:45 BioMicrobics – **Robert Rebori**, President  
14:45 – 15:00 ESRI Bulgaria – **Dimitar Koritarov**, Technical Marketing at ESRI Bulgaria

15:00 – 15:30 Coffee break

Presentations of U.S. water companies  
15:30 – 15:45 XYLEM Lowara/Vogel and Aquastart – **Giovanni Mugnolo**, Technical Training Manager  
15:45 – 16:00 Purafil – **Arnold Edeling**, Business Manager Europe  
16:15 – 16:30 MIOX – **Staminir Feshev**, Distributor for Bulgaria  
16:30 – 16:45 PSI – **Irinel Proca**, Product Manager  
16:45 – 17:00 Motorola Solutions – **Liviu Neaga**, Sales & System Integration  
17:00 – 17:15 Coler & Colantonio – **Mark Devine**, Group Manager, Water & Wastewater

17:30 – 19:00 Individual match-making appointments

19:30 Official networking dinner

**April 17, 2013, Wednesday**

9:00 – 9:15	<b>Mobiltel</b> Presentation
9:15 – 9:30	Overview of the Romanian and Moldavian Water Markets <b>Vasile Ciomos</b> , President of the Romanian Water Association
9:30 – 10:15	Experience in the Romanian and Moldavian Water Sector Presentations by Romanian and Moldavian water companies <b>Aurel Presura</b> – RAJA Constanta <b>Ion Toma</b> – ApA Vital Iasi <b>Constantin Becciev</b> - President of “Moldova Apa-Canal” Association, General Manager of “Apa-Canal” Chisinau water company
10:15 – 11:15	Experience in the Bulgarian Water Sector – Presentations by Bulgarian water companies - <b>Prostream</b> - <b>Stroitelna Mehanizatsia AD</b> - <b>Eurocom 2000</b> - <b>WATO/ Industrial parts</b>
11:15 – 12:00	Discussions
12:00 – 13:30	Networking lunch
14:00 – 16:00	Site visit to the Bourgas Water Company and meeting with representatives of Municipality of Burgas
16:30 – 17:30	Wine Tasting at “Black Sea Gold” Winery - Pomorie
18:00	Return to the Grand Pomorie hotel
19:00	Networking dinner with Mr. Ivan Aleksiev – Mayor of Municipality of Pomorie and Mr. Gancho Tenev – Manager of Burgas Water Company